



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



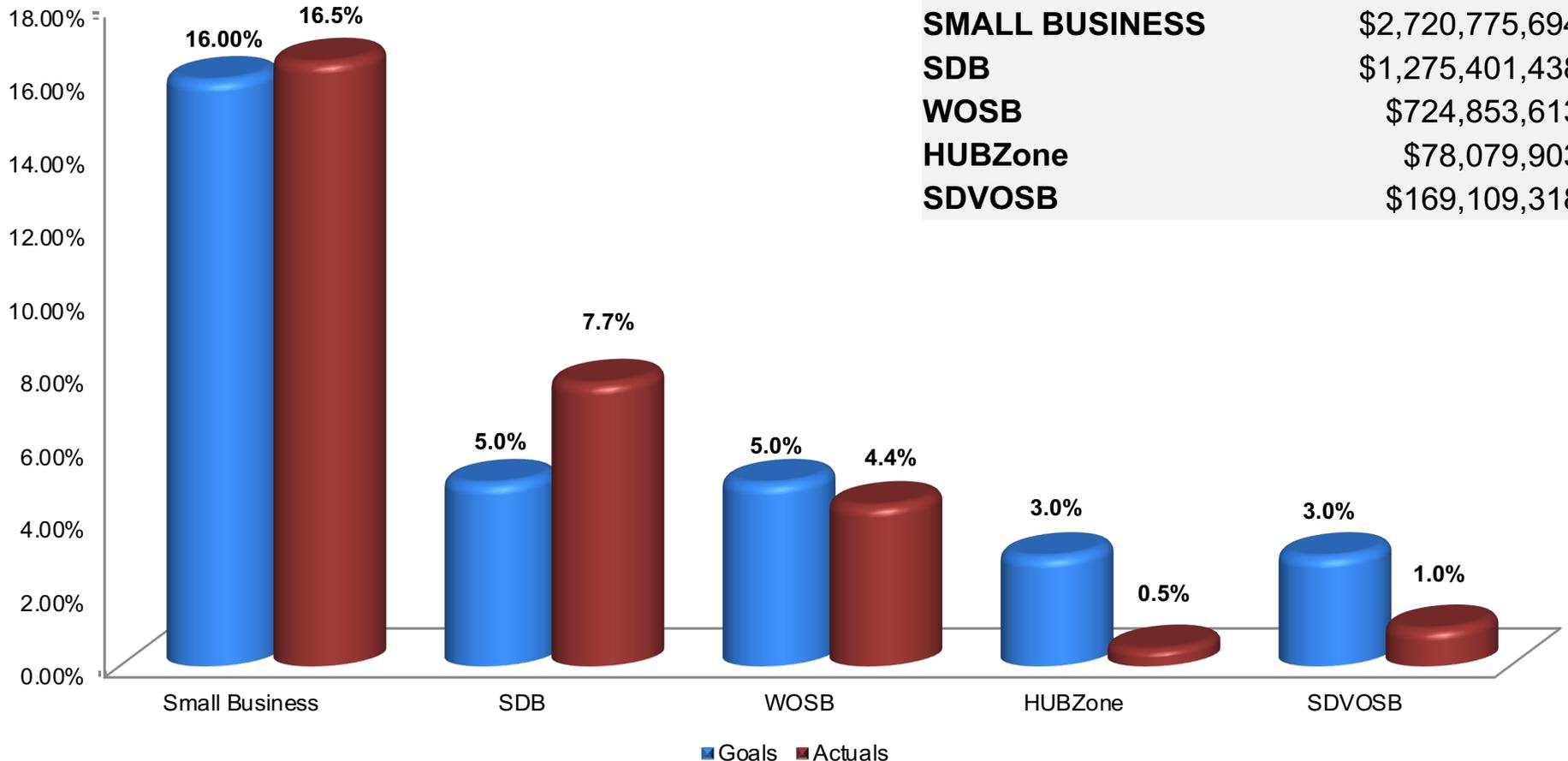
Doing Business with NASA

Reaching High: Aerospace Business Matchmaker

Glenn A. Delgado
Associate Administrator

NASA Agency FY2017 Prime Goals vs. Actual Percentages

Data generated February 20, 2018 from FPDS-NG



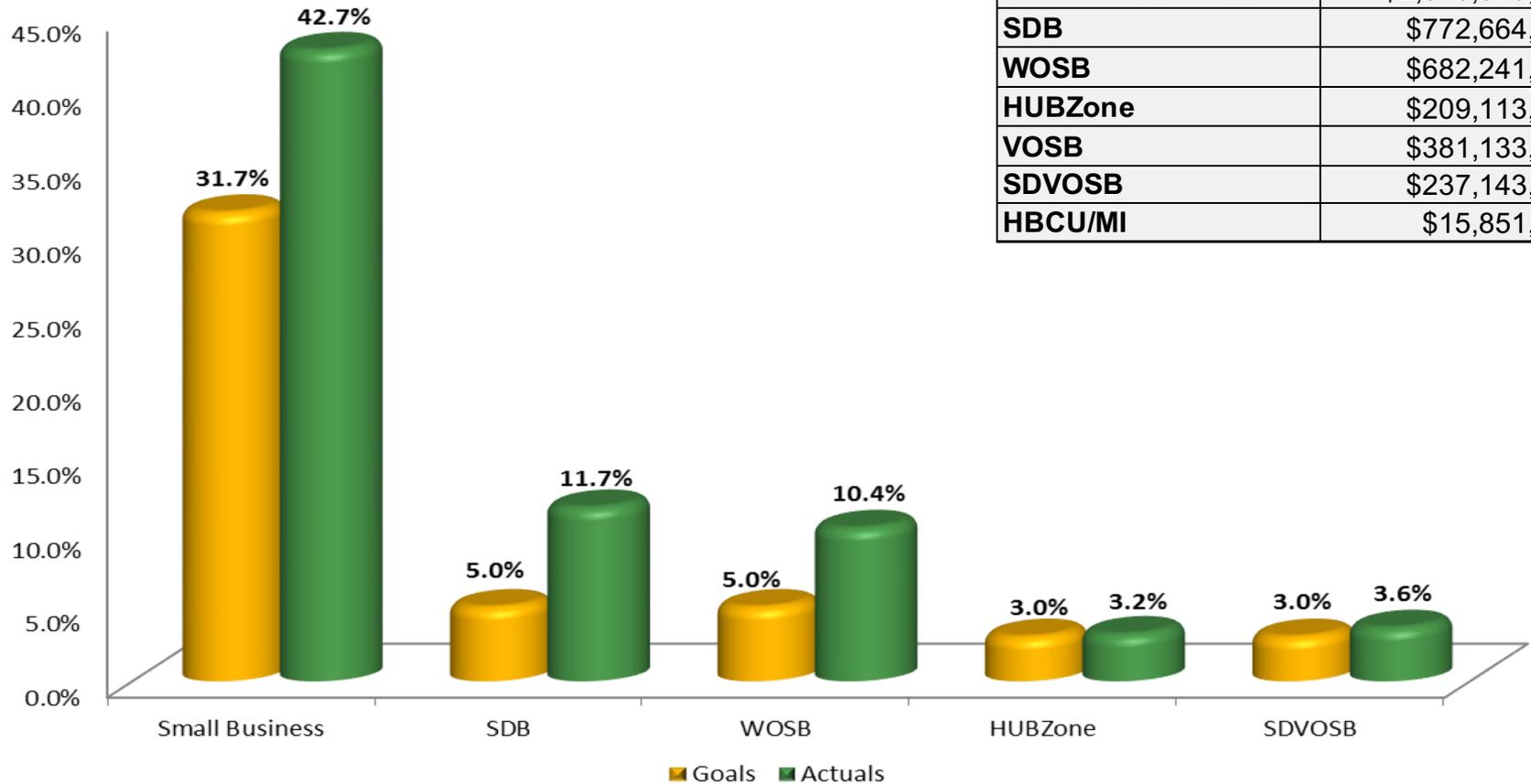
CATEGORY	DOLLARS
TOTAL DOLLARS	\$16,489,553,702
SMALL BUSINESS	\$2,720,775,694
SDB	\$1,275,401,438
WOSB	\$724,853,613
HUBZone	\$78,079,903
SDVOSB	\$169,109,318

NASA FY17 Subcontracting Goals vs. Actual Percentages

End-Year

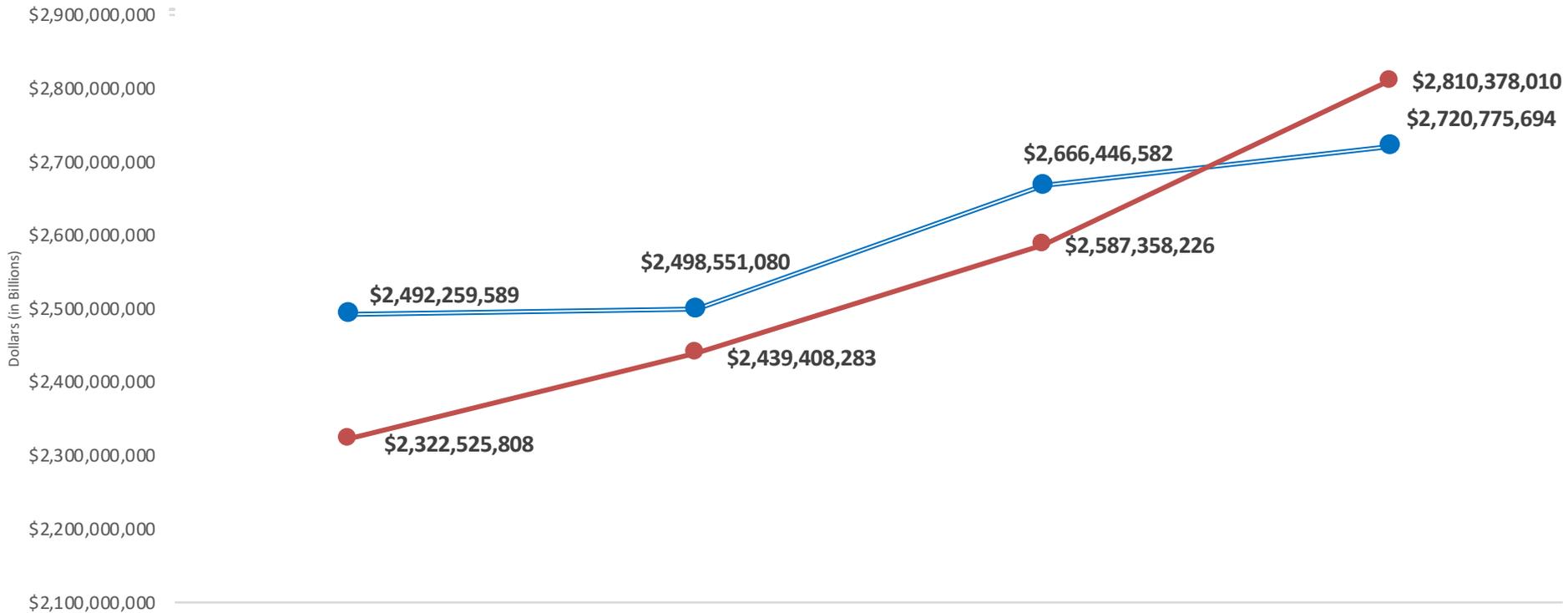
Data pulled February 12, 2018 from eSRS

CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325



FY2014-FY2017 Trend Small Business Prime and Subcontracting Dollars

FY17 Data generated February 20, 2018 from FPDS NG



	FY2014	FY2015	FY2016	FY2017
Prime	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,720,775,694
Subcontracting	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,810,378,010
Total SB	\$4,814,785,397	\$4,937,959,363	\$5,253,804,808	\$5,531,153,704
Total Spend	\$13,597,154,582	\$14,417,976,809	\$15,993,717,656	\$16,489,553,702

Prime — Subcontracting —

Top NAICS Codes at NASA Centers

Research Centers

Ames Research Center	Armstrong Flight Research Center	Glenn Research Center	Langley Research Center
541710/541712	541710/541712	541712	541712
561210	488190	561210	561210
541512	541513	541519	541513
541519	561210	236220	541611
541330	336413	221122	541519

Science Center

Goddard Space Flight Center & Headquarters
336414
541712/541710
541330
517919
334511

Space Centers

Johnson Space Center	Kennedy Space Center	Marshall Space Flight Center	Stennis Space Center
541712/541710	336414	336414	561210
481212	541330	541710/541712	236210
336414	561210	336415	541712
541712	541712	541330	541512
927110	517110	517110	325120

Federally Funded R&D Center

Jet Propulsion Laboratory
236220
332710
517410
541380
541511

Do Your Homework!

- Respond to Sources Sought Synopses / Request for Information
- Start with Small Business Specialist (SBS)
 - Build relationships 18 to 24 months in advance
 - Be persistent but not a Stalker
- Use agency resources
 - Acquisition Forecast
 - Databases
 - Outreach Events
- Use Trade associations

Active Contract Listings (ACLs)

- Recurring Buys
- OSBP consolidated like items from all Centers onto a single sheet for use at outreach events and now available on OSBP Mobile App:
 - Accounting, Financial & Business Services
 - Administrative Services
 - Engineering Services
 - Environmental Remediation
 - Facilities
 - Information Technology
 - Multiple Award Construction
 - Occupational Health
 - Office Supplies
 - Protective Services

Active Contract Listings (ACLs)

NASA ADMINISTRATIVE SERVICES CONTRACTS

CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	561110	Center Administrative & Technical Support Services (CATSS 2)	Logical Innovations, Inc. NND16AA03B	8(a) Competitive	\$34 M	11/30/2020
AFRC	541690	Safety and Environmental Onsite Support Services	MECX, Inc. NND16SH03C	SDVOSB Set-Aside	\$14 M	6/30/2021
ARC	561110	Ames Professional Administrative Support Services (APASS)	Miracorp, Inc. NNA15538623R	SDVOSB Set-Aside	\$21 M	10/17/2020 Last Date to Order
GSFC	561110	Goddard Logistics and Technical Information Support Services II (GLTI II)	TRAX International Corporation NNG17AZ11C	Full and Open	\$294 M	7/31/2022
HQ	561110	NASA Research and Education Support Services (NRESS)	Arctic Slope Technical Services, Inc. NNH16CO92B	8(a) Competitive	\$130 M	1/31/2021 Last Date to Order
LARC	541611	Langley Administrative, Media, and Professional Services 2 (LAMPSS 2)	Alutiiq Fusion JV 80LARC18C0002	8(a) Competitive	\$91 M	5/31/2019 Last Date to Order
MSFC	561110	Center-wide Administrative Support Services	Hanks, Hanks & Associates, LLC NNM16AA10C	8(a) Competitive	\$26.9 M	6/30/2021 Last Date to Order
NSSC	561110	Next Generation Service Provider	CSRA, LLC NNX16MA01B	Full and Open	\$480 M	9/30/2023
SSC	561110	Administrative/Clerical Services	Navar Inc. LLC NNS14AA63C	8(a) Competitive	\$3.6 M	5/31/2019
REQUEST FOR PROPOSALS (RFPs)						
CENTER	NAICS	CONTRACT NAME	RFP STATUS	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
GSFC	519120	Goddard Information Collaboration (GIC2), Information Science and Library Services (ISLS)	RFP closed on 4/19/2018 80GSFC17R0019	SB Set-Aside	TBD	TBD
NSSC	561110	Acquisition Support Services	RFP closed on 3/27/2018 80NSSC18R0025	8(a) Competitive	TBD	TBD

Active Contract Listings (ACLs)

NASA IT CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541513	Research Facilities & Engineering Support Services (RF&ESS)	Inuteq, LLC NND14AA72C	SB Set-Aside	\$78.2 M	10/31/2019
GRC	541519	Professional Administrative Computational & Engineering Services PACE IV	Peerless Technologies, Inc. NNC14BA04B	SB Set-Aside	\$114.3 M	5/31/2020 Last Date to Order
GRC	541519	NASA Safety Center Technical Support 2 (NSCTSS2)	Banner Quality Management, Inc. NNC16ZNA009R	WOSB Set-Aside	\$27.4 M	1/31/2022 Last Date to Order
HQ	541512	Headquarters IT Services (HIITS)	Digital Management Incorporated NNH12CF39C	8(a) Competitive	\$178.1 M	3/31/2019 Last Date to Order
KSC	541511	Information Technology Support Services (ITSS 2)	New Directions Technologies, Inc. (NDTI) NNK17OK01Z	SDVOSB Set-Aside under GSA Schedule 70	\$40 M	9/30/2021 Last Date to Order
KSC	541512	Kennedy Infrastructure, Applications and Communications Support Services (KIAC)	ASRC Federal Data Solution, LLC 80KSC017C0011	8(a) Competitive	\$88.5 M	9/30/2022 Last Date to Order
LARC	541512	Langley Information Technology Enhanced Services II (LITES II)	SAIC NNL15AA03B	Full & Open	\$200 M	10/31/2020 Last Date to Order
SSC	541512	ITS	SaiTech, Inc. NNS16AA25T GS35F0491L	SB Set-Aside under GSA Schedule 70	\$43.2 M	4/30/2021
Agency-wide (NSSC)	541512	Enterprise Applications Services Technologies 2 (EAST 2)	SAIC NNX16MB01C	Full & Open	\$388.4 M	6/30/2024
Agency-wide (NSSC)	541512	NASA Integrated Communications Services (NICS)	SAIC NNM11AA04C	Full & Open	\$1.4 B	5/31/2021 Last Date to Order

NASA OSBP Mobile App

- Available on iOS on iPhone and iPad, as well as Android Tablets
- Search “NASA OSBP Mobile” in the Apple App Store or Google Play Store



NASA OSBP Mobile 4+
NASA >

+ OPEN

Details

Reviews

Related

iPhone



Small Business Learning Series

- NASA OSBP is required to provide training to external industry and internal audiences in accordance with the Small Business Act.
- OSBP hosts Webinars and produces Podcasts to comply with this requirement.
 - Two (2) 60 minute webinars a month featuring NASA personnel



Small Business Learning Series

Date	Topic	Guest	Type
July 24, 2018	Navigating the World of Simplified Acquisitions & Purchase Cards	Troy Miler Small Business Specialist NSSC	Webinar
July 26, 2018	Utilizing Federal Government Mentor-Protégé Programs: The Small Business Administrations All Small Mentor-Protégé Program & the NASA Mentor Protégé Program	Holly Schick Director, All Small Mentor Protégé Program SBA	Webinar
July 2018	Minority Serving Institution Opportunities at NASA	Dr. Dan Cherry Education Director Langley Research Center	Podcast
August 2018	NASA Strategic Sourcing - What Small Businesses Need to Know	Monica Manning Assistant Administrator for Procurement	Webinar
September 2018	Responding Strategically To NASA Market Research and RFPs	Charles T. Williams Program Manager NASA OSBP	Webinar
September 2018	Harnessing the Power of Social Media to Grow Your Business	Tabisa Taliwaku Kalisa Program Manager NASA OSBP	Webinar
October 2018	NASA's New Invoice Processing Platform	Robert Medina Small Business Specialist AFRC	Webinar
October 2018	Joint Counseling Sessions – What Small Businesses Need to Know	David Brock Small Business Specialist MSFC	Webinar
November 2018	Department of Energy Mentor-Protégé Program	Mark R. Lochbaum Department of Energy	Webinar

Category Management

- Government wide initiative to reduce duplication of contracts across the government which encourages “best in class” contracts.
 - 10 Categories being Reviewed
 - Human Capital
 - Facilities and Construction
 - Information Technology
 - Professional Services
 - Office Management
 - Transportation & Logistics
 - Medical
 - Industrial Products & Services
 - Travel
 - Security & Protection

Utilize Other Resources

- Small Business Administration
 - <https://www.sba.gov>
- Small Business Development Center
 - <https://www.sba.gov/tools/local-assistance/sbdc>
- Procurement Technical Assistance Centers (PTACs)
 - <https://www.sba.gov/tools/local-assistance/ptac>

FY 2019 Outreach

DATE	FY 2019 OUTREACH EVENTS	LOCATION
October 23, 2018	KSC Expo	Cape Canaveral, FL
April 9, 2019	Regional Outreach Event	Phoenix, AZ
June 2019	NASA HBCU/MI Technology Infusion Engagement at Prairie View A&M University	Houston, TX
August 2019	Regional Outreach Event: Department of Navy Gold Coast Small Business Procurement Event	San Diego, CA

Social Media



- Twitter – @NASA_OSBP
 - 12.2K Followers



- Facebook – @NASASmallBusiness
 - 273,984 Followers (Likes)



- Blogger (Glenn Delgado's Blog)
 - 1,001 Page Views in the Last Month
 - 81,873 All Time Page Views

Contact OSBP

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Web site:

www.osbp.nasa.gov

NASA Vendor Database:

<https://vendors.nvdb.nasa.gov>